

(12) INTERNATIONAL APPLICATION PUBLISHED UNDER THE PATENT COOPERATION TREATY (PCT)

(19) World Intellectual Property Organization International Bureau



(43) International Publication Date
25 March 2004 (25.03.2004)

PCT

(10) International Publication Number
WO 2004/025426 A2

(51) International Patent Classification⁷: G06F (74) Agent: AARON, S., Haleva; Kramer Levin Naftalis & Frankel LLP, 919 Third Avenue, New York, NY 10022 (US).

(21) International Application Number: PCT/US2003/029169 (81) Designated States (national): AL, AM, AT, AU, AZ, BA, BB, BG, BR, BY, CA, CH, CN, CU, CZ, DE, DK, EE, ES, FI, GB, GD, GE, GH, HU, ID, IL, IN, IS, JP, KE, KG, KP, KR, KZ, LC, LK, LR, LS, LT, LU, LV, MD, MG, MK, MN, MW, MX, NO, NZ, PL, PT, RO, RU, SD, SE, SG, SK, SL, TJ, TM, TR, TT, UA, UG, US, UZ, VN, YU, ZW.

(22) International Filing Date: 15 September 2003 (15.09.2003) (84) Designated States (regional): ARIPO patent (GH, GM, KE, LS, MW, MZ, SD, SL, SZ, TZ, UG, ZM, ZW), Eurasian patent (AM, AZ, BY, KG, KZ, MD, RU, TJ, TM), European patent (AT, BE, BG, CI, CY, CZ, DE, DK, EE, ES, FI, FR, GB, GR, HU, IE, IT, LU, MC, NL, PT, RO, SE, SI, SK, TR), OAPI patent (BF, BJ, CF, CG, CI, CM, GA, GN, GQ, GW, ML, MR, NE, SN, TD, TG).

(25) Filing Language: English (26) Publication Language: English (27) Priority Data: 2002-267734 13 September 2002 (13.09.2002) JP

(71) Applicant (for all designated States except US): A.T. KEARNEY, INC. [US/US]; 5400 Legacy Drive, MS B1-1A-01, Plano, TX 75201 (US).

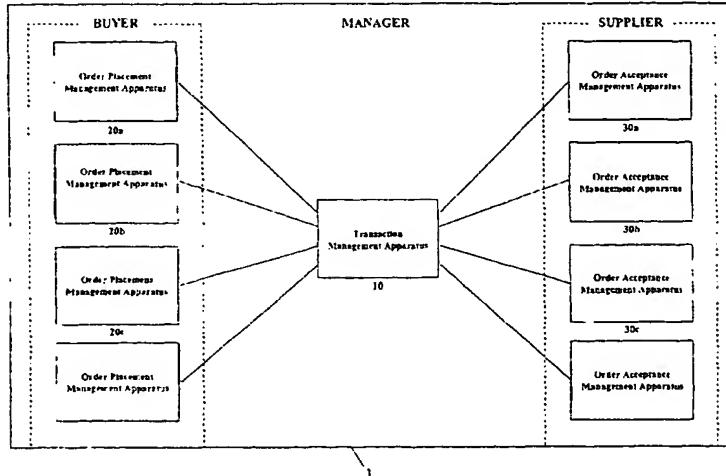
(72) Inventor; and (73) Inventor/Applicant (for US only): MASAHIKO, Fukazawa [JP/JP]; A.T. Kearney, Inc., Arc Mori Bldg, East Annex 3, 2nd Fl., 1-12-32 Akasaka, Minato-Ku, Tokyo (JP).

Published:

— without international search report and to be republished upon receipt of that report

For two-letter codes and other abbreviations, refer to the "Guidance Notes on Codes and Abbreviations" appearing at the beginning of each regular issue of the PCT Gazette.

(54) Title: ORDER PLACEMENT AND ACCEPTANCE MANAGEMENT SYSTEM



WO 2004/025426 A2

(57) Abstract: An order placement and acceptance management system is presented. In an exemplary embodiment, an order acceptance management apparatus ("OAMA") receives a predetermined quotation request transmitted by an order placement management apparatus. The OAMA generates a quotation result based on data on products and services which is segmented and stored in a database. The order placement management apparatus ("OPMA") as well as a transaction management apparatus ("TMA") store the quotation results transmitted by the OAMA in their own respective storage units, and the OPMA can choose amongst the received quotations to place an order. In an exemplary embodiment, other order placement management apparatuses can also use the quotation results and data on completed transactions which are stored in the transaction management apparatus as reference prices in order to estimate purchase prices for future transactions or evaluate quotations received from OAMAs.